

# Cloud Economics Framework

## G-Cloud 15





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# 1 Service Overview

As per Gartner analysts Brandon Medford and Craig Lowery estimate as much as 70% of cloud costs are wasted. The cost can be reduced through appropriate analysis and resource optimisation. Sogeti's Cloud Economics is a framework for cloud cost management to bring a reduction in Total Cost of Ownership (TCO). This Framework helps control and optimize costs across cloud platforms, monitor and identify performance requirements and bring in appropriate governance to have visibility and control on your cloud spend.

## 2 Business Need

Figures in the Flexera, RightScale research report "State of the Cloud" reveal that 80% of both novice and most experienced cloud users see cost management as the main challenge. Even more than ensuring a safe environment and associated compliance challenges.

New cloud users are focused on increasing the use of cloud to reduce IT costs. The organizations already running a multi-cloud strategy, significant effort is driven towards cost optimization but there's no assurance it gets delivered. In fact, 70% of organizations fail to get the value they were expecting. That's often because they fail to set up a framework for cloud cost management from the outset. It leads to cloud sprawl or the uncontrolled proliferation of the organization's cloud environments without proper tracking and accountability.

A key challenge is how to forecast spend accurately. Many organizations struggle with this and end up significantly exceeding their cloud budgets. In fact, cloud spends are increasing for ~59% of organizations. Some other challenges faced by organization:

- No accountability for consumption cost increase
- Siloed approach within different business domains
- Lack of single pane of truth for visibility

## 3 Our Approach

A holistic approach towards resource optimization contributes to cost savings and in turn contributes to sustainability goals through carbon footprint reduction. At Sogeti, we refer to cloud costs – along with all financial aspects related to the cloud, including the value derived – as Cloud Economics.

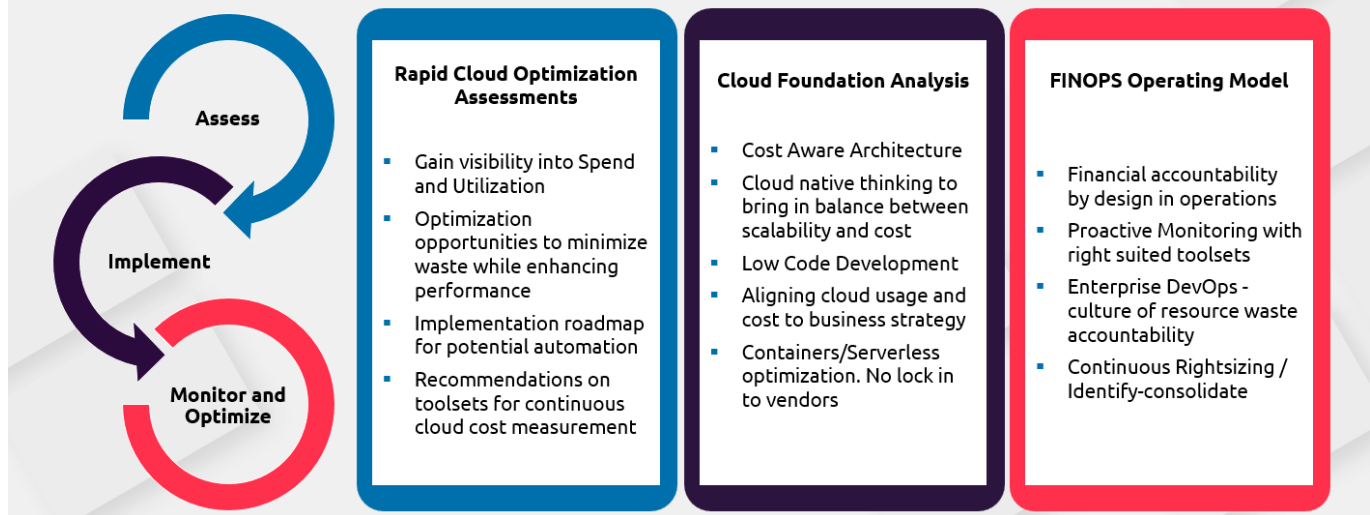
Sogeti Cloud Economics Framework aims to get your Cloud Economics in order. Cloud Economics Framework will help you identify the gaps that cause costs to escalate. It is an organizational success while moving to or already operating in the cloud.

Sogeti Cloud Economics Framework can help organizations to assess, design, and implement cloud cost optimization recommendations, from the infrastructure to application layers with Cloud Economics embedded as a continuous factor in your cloud landscape.



## Sogeti Cloud Economics Framework – Implementation Approach

Cloud Cost Optimization is not only about reducing cost of resources, but an e2e framework implementation for measurable outcome



Sogeti Cloud Economics Framework enables:

- Cloud spends analysis and identification of whether resources are appropriately provisioned.
- Evaluation of alternative cost-effective purchasing options from public cloud providers.
- Suitability to leverage Containerization, Microservices and Serverless within a multi-cloud strategy.
- Tooling strategy to control and optimize costs across cloud platforms.
- Recommendations on monitoring and identifying performance issues and cost optimization insights.
- Strategy definition for systems, and internal communications to connect your cloud costs with your business insights.

## 4 Buyer Responsibilities

Please refer to the Supplier Terms listed with this service on the Platform. These may contain additional Buyer obligations/costs the Buyer is subject to that are not identified anywhere else in the Supplier's Application or on the Platform.

## 5 Service Management

Not applicable.

## 6 Protection of Data

This service is based on a security classification of 'Official', however should you have a requirement for a different security classification that you would like us to consider, please contact us to discuss.



## 7 On-boarding and Off-boarding

Capgemini shall undertake on-boarding and off-boarding activities agreed within the Order Form (including as a minimum an exit plan in line with the Call-Off Contract terms) which will be charged for in accordance with the Pricing section for this service.

## 8 Skills and Knowledge Transfer

Capgemini recognises that skills and knowledge transfer is a critical element in the provision of G-Cloud services to public sector clients. Where possible and applicable, this forms part of the delivery plan for the service agreed at the start of the engagement. Our consultants and engineers are experienced in providing skills and knowledge transfer for major private and public sector clients.

Where appropriate, we may use a standard approach, tailored to topic, skills-gap and individual, to ensure consistency and effectiveness. The approach, Capgemini's Assess-Plan-Implement framework, has been used repeatedly by our teams to structure the work involved in transferring skills and creating new teams capable of driving and sustaining change long after the end of the formal programme. The framework can be applied throughout a project to understand knowledge transfer objectives, plan training delivery methods and materials, and deliver and evaluate success.

## 9 Vendor Accreditations/Awards

Sogeti – the part of the Capgemini Group, is an award-winning company both globally and nationally. The below list presents companies' names that Sogeti has won series of awards with over the years:



**2025 winners of Best Advancing Software Testing Practice**, awarded to the team or initiative that has made a positive contribution to the software testing profession. This is in recognition of those that go above and beyond to make the testing industry or practice better. It means breaking down barriers, thinking beyond our employers or clients, and using our skills and knowledge for the betterment of the profession.

Microsoft, IBM, Intel areas of Testing, HPE, Oracle, Digital, High Tech related awards, ESRI S-GROUP, Delivery, awards related to technologies and solutions.



For the 13<sup>th</sup> year in a row, Capgemini has been recognized as one of the World's Most Ethical Companies® by the Ethisphere® Institute. This is an acknowledgment of our ethical culture that makes us an employer of choice and responsible player in the eyes of our clients, shareholders, and the wider community.

## 10 Sub-contractors

Capgemini UK may use the following subcontractors to deliver this service:

- Capgemini Technology Services India Limited.

## 11 Business Continuity and Disaster Recovery

No disaster recovery plan is provided as part of these Services.



## 12 Pricing

This service is priced in accordance with the SFIA Rate Card attached. Capgemini can also provide offshore resources at reduced rates where appropriate. Projects can be priced either on a Time & Materials or Fixed Price basis.

## 13 Ordering and Invoicing

Please refer to the Supplier Terms for this service.

We would be pleased to arrange a call or meeting to discuss your requirements of our service in more detail.

## 14 Termination Terms

Please refer to the Supplier Terms for this service.

## 15 Further Information

For more information about this or any of our G-Cloud services, please contact our Public Sector Team.

**Phone:** 0370 904 4858

**Email:** [publicsector.opps.uk@capgemini.com](mailto:publicsector.opps.uk@capgemini.com) including the following information:

1. The name of this service.
2. The name of your organisation.
3. Your name and contact details.
4. A brief description of your business situation.
5. Your preferred timescales for starting the work.

## About Capgemini

Capgemini is a global business and technology transformation partner, helping organizations to accelerate their dual transition to a digital and sustainable world, while creating tangible impact for enterprises and society. It is a responsible and diverse group of 340,000 team members in more than 50 countries. With its strong over 55-year heritage, Capgemini is trusted by its clients to unlock the value of technology to address the entire breadth of their business needs. It delivers end-to-end services and solutions leveraging strengths from strategy and design to engineering, all fueled by its market leading capabilities in AI, generative AI, cloud and data, combined with its deep industry expertise and partner ecosystem. The Group reported 2024 global revenues of €22.1 billion.

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